

Message Text

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PAGE 01 VIENNA 04466 171720Z

64

ACTION EB-05

INFO OCT-01 EUR-06 ISO-00 DRC-01 RSC-01 /014 W

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R 171658Z MAY 74

FM AMEMBASSY VIENNA

TO FAS USDA WASHDC

INFO AMEMBASSY BERN

SECSTATE WASHDC 2826

UNCLAS VIENNA 4466

USDA/FAS FOR HUME/HALLOWELL/MINYARD

FROM: JFLANKFORD

BERN FOR AGATTACHE

SUBJECT: SOYBEAN TRADE TEAM

TOFAS NO. 32. 1. ASA TRADE MISSION REPORT VERY SUCCESSFUL ACCOMPLISHMENTS IN THEIR VISITS TO POLAND, HUNGARY, CZECHOSLOVAKIA AND YUGOSLAVIA. MARKET DEVELOPMENT AGREEMENTS SIGNED IN YUGOSLAVIA. NEGOTIATIONS FOR M.D. PROJECTS COMPLETED IN OTHER COUNTRIES VISITED.

2. TRADE AND EMBASSY CONTACTS IN THE FOUR EASTERN EUROPEAN COUNTRIES VISITED UNANIMOUS IN THEIR RECOMMENDATIONS THAT VIENNA IS IDEAL LOCATION FOR PROPOSED ASA OFFICE TO SERVICE MARKET DEVELOPMENT PROGRAMS IN EASTERN EUROPE.

3. IN VIENNA AMBASSADOR, OTHER EMBASSY OFFICIALS AND AUSTRIAN GRAIN TRADE FAVOR VIENNA AS POTENTIAL SITE FOR ASA EASTERN EUROPEAN OFFICE. PRINCIPAL ADVANTAGES ARE AS FOLLOWS: (1) VIENNA IDEAL LOCATION FROM PROXIMITY STANDPOINT; (2) AUSTRIAN GRAIN TRADE HAS WEALTH OF EXPERIENCE IN DEALING WITH EASTERN EUROPEANS; (3) ASA OFFICE WILL HAVE STRONG SUPPORT FROM EMBASSY INCLUDING EAST-WEST TRADE CENTER, AND GRAIN TRADE; (4) ALL MAJOR GRAIN TRADERS (CONTINENTAL GRAIN, CARGILL, FOX, BUNGE, ETC.) HAVE OFFICES IN VIENNA.

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4. IN ADDITION TO ABOVE A REGIONAL AGRUCULTURAL ATTACHE
STATIONED IN VIENNA WITH RESPONSIBILITY FOR AUSTRIA, CZECHOSLOVAKIA
AND HUNGARY COULD BE EXTREMELY HELPFUL TO ASA STAFF. AMBASSADOR
HOLDING UP HIS CONCURRENCE TO ASSIGNMENT AGRICULTURAL ATTACHE
VIENNA PENDING REPLY TO HIS VIENNA 4097. HUMES

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